

Message Text

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ORIGIN NEA-09

INFO OCT-01 ISO-00 COME-00 EB-07 /017 R

DRAFTED BY NEA/ARP: GQLUMSDEN, JR.

APPROVED BY NEA/ARP: FMDICKMAN

COMMERCE MEPD:JSANDS (INFO)

----- 102733

R 252248Z MAR 75

FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT

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E.O. 11652: N/A (DECON ON RECEIPT)

TAGS: BEXP, KU

SUBJECT: KUWAIT CEMENT PLANT - ALLIS CHALMERS BID

REF: STATE 063520

FROM NEA/ARP

1. ON MARCH 24, ALLIS-CHALMERS CHAIRMAN DAVID SCOTT RECEIVED TELEX FROM AL-ROUMI OF KUWAIT CEMENT. FOLLOWING IS COMPLETE TEXT, QUOTE: WE THANK YOU FOR YOUR TELEX OF MARCH 18, BUT REGRET TO INFORM YOU THAT WE CANNOT RECEIVE YOUR TEAM OF EXPERTS. UNQUOTE.

2. IN VIEW OF ABRUPTNESS OF THIS RESPONSE, ALLIS-CHALMERS AND AMBASSADOR SMITH WOULD APPRECIATE ANSWERS TO ANY OR ALL OF FOLLOWING QUESTIONS WHICH EMBASSY MIGHT BE ABLE TO SUPPLY:

A.) WAS SIX WEEKS TOO LONG TO WAIT FOR BID?

B.) WAS IT BIDDING ONLY ON WET PROCESS THAT MADE OFFER UNACCEPTABLE?

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C.) WAS IT THE NECESSITY OF WAITING FURTHER SIX WEEKS
FOR ALL DETAILS REQUIRED BY BID DOCUMENTS THAT THREW THEM
-
OFF?

D.) WAS 36 - 38 MONTHS BUILDING PERIOD TOO LONG?

E.) WAS IT OFFER TO BID ONLY ON THE MECHANICAL AND
ELECTRICAL EQUIPMENT AND CONSTRUCTION AND TO PROVIDE
ONLY TECHNICAL SERVICES ON CIVIL CONSTRUCTION AND DESIGN
THAT THREW THEM OFF?

F.) COULD EMBASSY FIND OUT WHETHER ANY SPECIFIC
MODIFICATION OF ALLIS-CHALMERS BID APPROACH MIGHT LEAD
TO REISSUANCE OF INVITATION TO MAKE BID?

3. WE EXPLAINED TO SMITH THAT, WHILE ABOVE QUESTIONS WERE
CERTAINLY APPROPRIATE ONES TO ASK, ALLIS-CHALMERS SHOULD
NOT RPT NOT AUTOMATICALLY ASSUME THAT PROBLEM LIES IN
SPECIFIC SUBSTANTIVE DETAILS OF THEIR OFFER. AL-ROUMI'S
TERSE RESPONSE COULD HAVE BEEN OCCASIONED BY OTHER
COMMERCIAL CUM POLITICAL CONSIDERATIONS. KISSINGER

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